

SNAPSHOT

The Sonoma County real estate market continues to stand apart from broader Bay Area trends. While many neighboring counties are still reporting numbers lower than the previous year, Sonoma County boasts a 4.2 percent increase in its median sales price compared to Q3 of last year.

Interest rates continued to rise throughout the quarter, and stock markets generally exhibited a downward trend since mid-summer. Inventory levels have been trending down since July and we expect this to continue as we approach the winter holiday season. The diminishing inventory is a reflection of seasonal patterns and shifting market dynamics, which often lead prospective sellers to postpone listing their properties during this period. As a result, this dwindling inventory could place greater pressure on buyers, potentially giving rise to more competitive bidding situations in the months ahead.

When looking across cities, Healdsburg has experienced a substantial and noteworthy surge in its median sales price. This increase is particularly striking when viewed in the context of property values across various urban centers, underscoring Healdsburg's exceptional performance in the real estate market.

SINGLE FAMILY HOMES



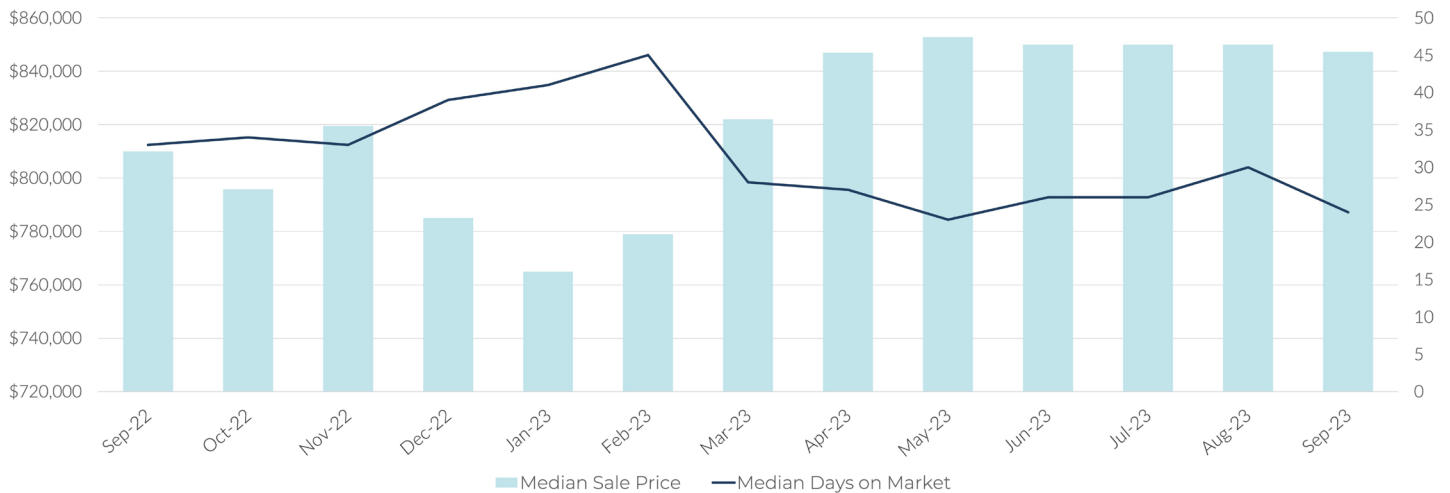
Q3 2023

MEDIAN SALES PRICE	\$849,000 ↑
DAYS ON MARKET	34 ↑
\$ / SQ. FT.	\$509 ↑
# FOR SALE LAST DAY OF QUARTER	839 ↓
WENT INTO CONTRACT	910 ↓
PROPERTIES SOLD	896 ↓

SONOMA COUNTY MARKET UPDATE | Q3 2023

SINGLE FAMILY RESIDENCES

MONTH-OVER-MONTH COMPARISON



CHANGE IN PAST MONTH:

SALE PRICE: **-0.3%**

DAYS ON MARKET: **-6 days**

YEAR-OVER-YEAR COMPARISON

“

While many neighboring counties are still reporting numbers lower than the previous year, Sonoma County boasts a 4.2 percent increase in its median sales price compared to Q3 of last year.”

MEDIAN

	Q3-2023	Q3-2022	%Δ
SALES PRICE	\$849,000	\$815,000	+4.2%
DAYS ON MARKET	34	31	+9.7%
\$/SQ. FT.	\$509	\$506	+0.6%

TOTAL

	Q3-2023	Q3-2022	%Δ
WENT INTO CONTRACT	910	935	-2.7%
PROPERTIES SOLD	896	1,039	-13.8%
# FOR SALE LAST DAY OF QUARTER	839	996	-15.8%
% OF PROPERTIES SOLD OVER LIST PRICE	43.6%	43.9%	-0.7%
% OF LIST PRICE RECEIVED (AVERAGE)	100.6%	101.2%	-0.6%

YEAR-OVER-YEAR REGION COMPARISON

HOMES SOLD (TOTAL)

DAYS ON MARKET (MEDIAN)

SALE PRICE (MEDIAN)

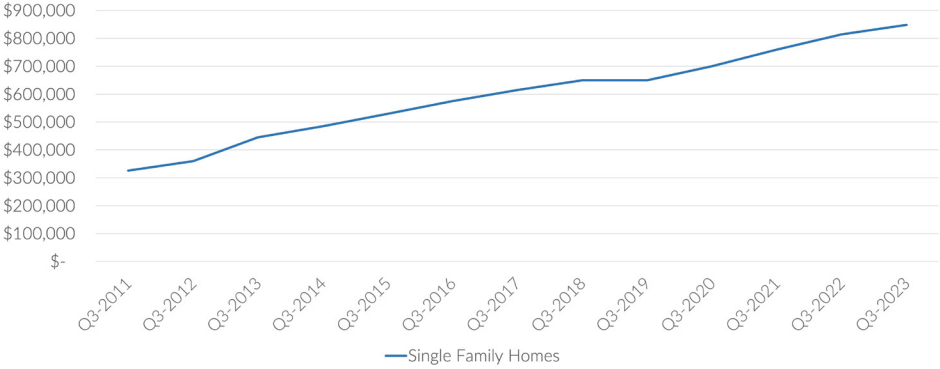
REGION	HOMES SOLD (TOTAL)			DAYS ON MARKET (MEDIAN)			SALE PRICE (MEDIAN)		
	Q3-2023	Q3-2022	%Δ	Q3-2023	Q3-2022	%Δ	Q3-2023	Q3-2022	%Δ
Bodega Bay	4*	10*	▼ 60%	40	14	▲ 186%	\$1,703,500	\$1,812,500	▼ 6%
Cazadero	11*	4*	▲ 175%	32	14	▲ 129%	\$610,000	\$789,500	▼ 23%
Cloverdale	31*	24*	▲ 29%	30	49	▼ 39%	\$670,000	\$696,000	▼ 4%
Cotati	14*	9*	▲ 56%	16	30	▼ 47%	\$758,000	\$740,000	▲ 2%
Forestville	13*	16*	▼ 19%	35	33	▲ 6%	\$560,000	\$667,500	▼ 16%
Geyserville	0	4*	-	-	87	-	-	\$1,812,500	-
Glen Ellen	8*	5*	▲ 60%	52	29	▲ 79%	\$1,800,000	\$2,495,000	▼ 28%
Guerneville	26*	30*	▼ 13%	36	31	▲ 16%	\$547,500	\$640,000	▼ 14%
Healdsburg	43*	47*	▼ 9%	48	44	▲ 9%	\$1,595,000	\$1,025,000	▲ 56%
Jenner	2*	0	-	20	-	-	\$1,166,500	-	-
Kenwood	5*	5*	0%	24	34	▼ 29%	\$1,435,000	\$1,200,000	▲ 20%
Monte Rio	13*	8*	▲ 63%	35	65	▼ 46%	\$685,000	\$563,500	▲ 22%
Occidental	5*	7*	▼ 29%	25	29	▼ 14%	\$1,008,470	\$1,140,000	▼ 12%
Penngrove	6*	6*	0%	15	42	▼ 64%	\$1,240,000	\$1,337,500	▼ 7%
Petaluma	101	141	▼ 28%	21	25	▼ 16%	\$975,000	\$950,000	▲ 3%
Rohnert Park	60	71	▼ 15%	23	32	▼ 28%	\$775,500	\$775,000	0%
Santa Rosa	346	416	▼ 17%	26	32	▼ 19%	\$781,000	\$745,850	▲ 5%
Sebastopol	42*	60	▼ 30%	28	22	▲ 27%	\$1,222,500	\$1,050,000	▲ 16%
Sonoma	82	88	▼ 7%	30	26	▲ 15%	\$1,050,500	\$1,134,000	▼ 7%
Windsor	54	61	▼ 11%	24	33	▼ 27%	\$822,500	\$810,000	▲ 2%
All Sonoma County	896	1,039	▼ 14%	34	31	▲ 10%	\$849,000	\$815,000	▲ 4%

* Small sample size (n<50); use caution when interpreting statistics. Sources: SFAR Super Regional MLS & BrokerMetrics. Property types covered: Single-family. Only property data posted on the MLS is covered. All information is deemed reliable, but not guaranteed for accuracy. All data is subject to errors, omissions, revisions, and is not warranted. ©2023 Vanguard Properties. All rights reserved. Equal Housing Opportunity. DRE No. 01486075

SONOMA COUNTY MARKET UPDATE | Q3 2023

YEAR-OVER-YEAR COMPARISONS

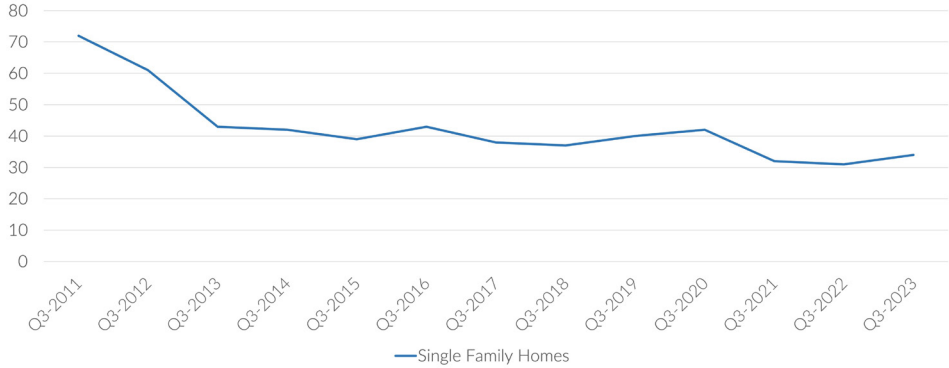
MEDIAN SALE PRICE



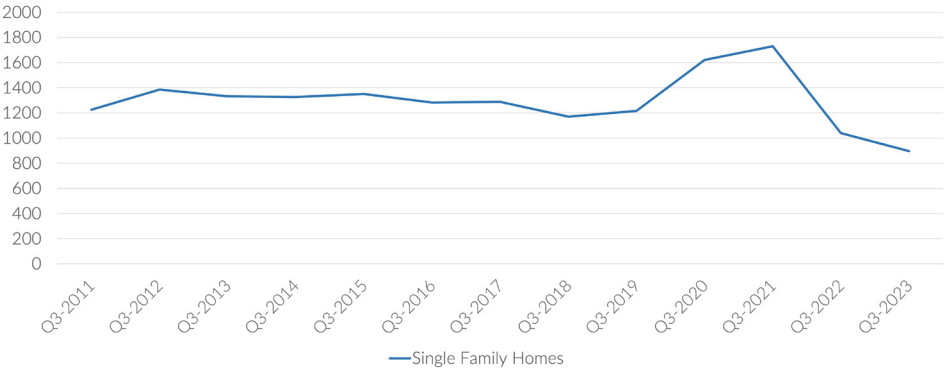
SINGLE FAMILY RESIDENCES
\$849,000
+4.2% year-over-year

MEDIAN MARKET TIME

SINGLE FAMILY RESIDENCES
34 days
+3 day change year-over-year



NUMBER OF SALES



SINGLE FAMILY RESIDENCES
896 sold
-13.8% year-over-year

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